

GOLDMAN SACHS 10,000 SMALL BUSINESS INFORMATION SESSION

Host: Jackie Umbles

Public Affairs| Department of Procurement Services





WELCOME

The Department of Procurement Services is committed to Communications and Outreach, which is key to keeping citizens informed of bid opportunities, new programs, and innovations.

Also, ensure that you download a copy of our most recent **Consolidated Buying Plan**. This is a 15-month forecast including hundreds of upcoming opportunities for 12 city agencies.

We encourage you to visit our website, www.chicago.gov/DPS and click on the letter icon, and sign-up for our **Email Newsletter: DPS Alerts** full of news that you can use.

Follow us on **social media** to stay informed:

Facebook: www.facebook.com/ChicagoDPS

X (formerly Twitter): www.X.com/ChicagoDPS

LinkedIn: www.linkedin.com/company/chicagodps

Youtube: www.YouTube.com/ChicagoDPS

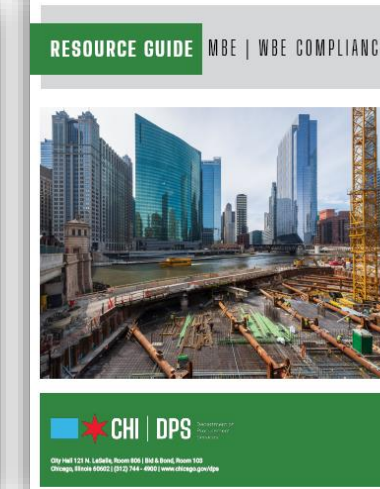
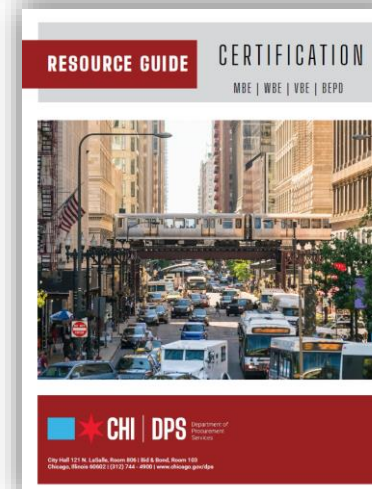
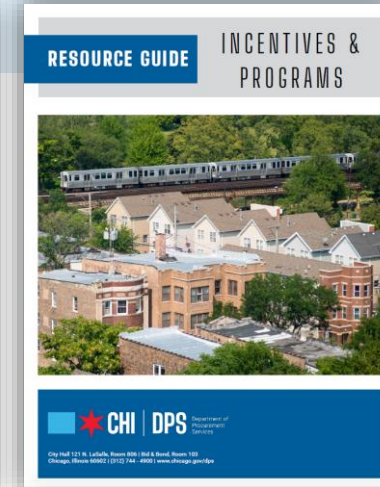
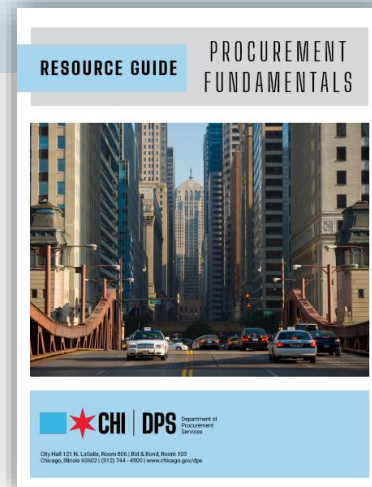
RESOURCE GUIDES

DPS has published a four-volume set of Resource Guides, expanding on the guiding principle of transparency.

The Resource Guides were divided into key areas of the procurement process:

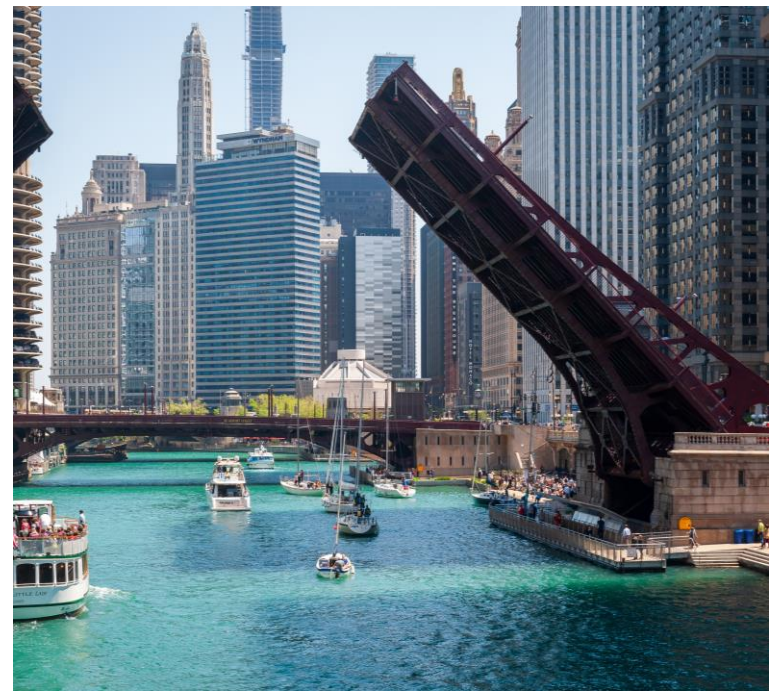
- Contract Administration
- Incentives and Programs
- Certification
- Compliance

Download now at www.chicago.gov/dpsguides



- Everyone is muted upon entry for the presentation portion of the workshop
- We ask that you hold your questions until the end of the presentation. You can use the chat feature to type out your question and the speaker will answer the questions at the end of the presentation.
- To Send a Question: Use only the Q & A panel to ask your question. Do not use the chat panel
 - Use the **Q&A** panel on the right side of your screen.
 - In the Send to or To drop-down list, select the recipient of the message.
 - Enter your message in the chat text box, then press Enter on your keyboard.

Note: If you join a meeting, session, or event in progress, you can see only the **Q&A** that participants send after you join.



**Goldman
Sachs**

**10,000
small
businesses**

Questions?

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10,000
small
businesses



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Public-Private Partnership

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BABSON



ICIC

Initiative for a Competitive Inner City



CITY COLLEGES
of CHICAGO

Education that Works

**In December 2020,
Goldman Sachs announced
another \$250 Million investment
to reach the next 10,000
businesses**

Program Snapshot

Goldman
Sachs

10,000
small
businesses



\$750 Million invested to help small businesses across the U.S.



1,200+ meetings hosted with elected officials since 2020

To date, **\$1.6 billion** deployed through CDFIs and other mission-driven lenders, across 37,000+ small businesses loans



12,800+ Small businesses equipped with best-in-class business training program, spanning all 50 states, Puerto Rico and Washington D.C.

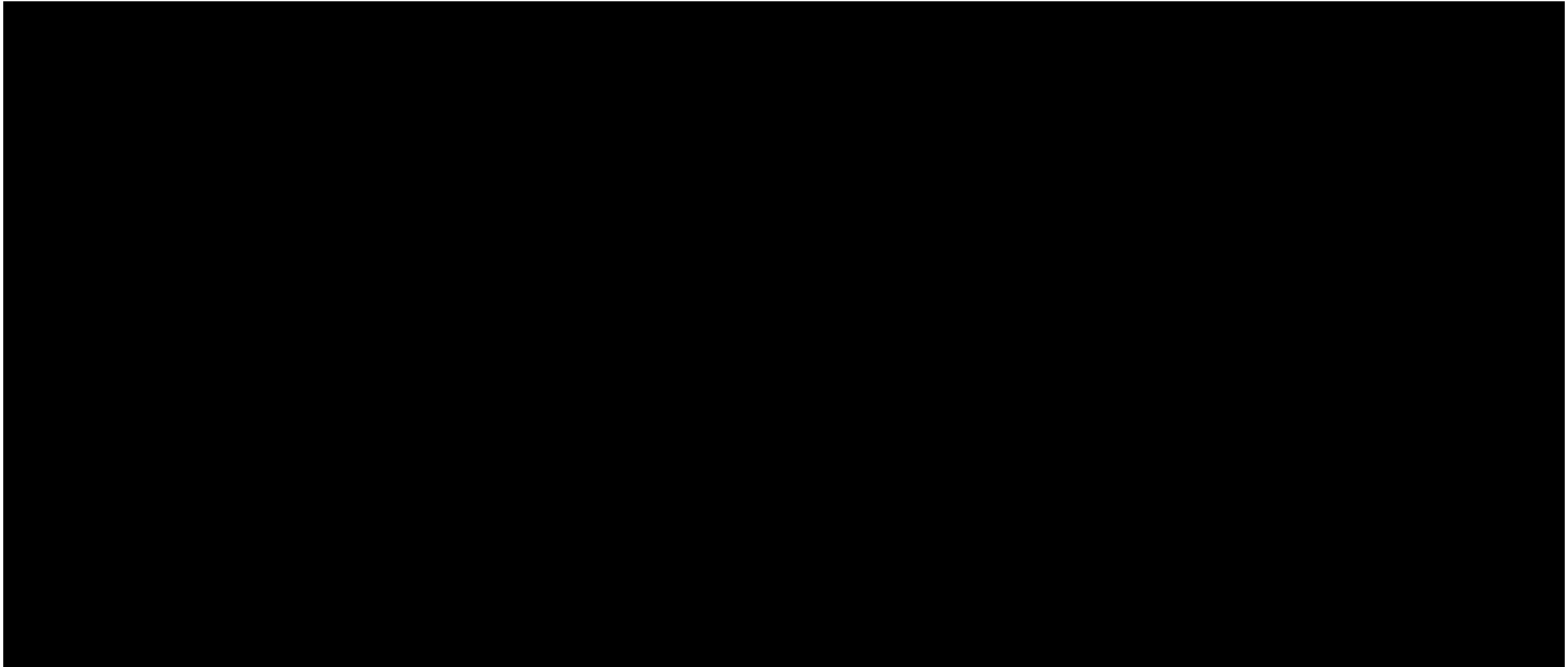
Alumni collectively represent over **\$17.3 Billion** in revenues and employ **245,000** people



Goldman Sachs 10ksb



**10,000
small
businesses**



FREE Practical Business Education

Goldman
Sachs

10,000
small
businesses

- 11-week peer-to-peer learning curriculum
- Growth plan to scale your business
- Business advisor dedicated to you
- Access to capital & network of support



9 Modules + Clinics

Goldman
Sachs

10,000
small
businesses

Financial
Statements
Workshop

Forecasting
Clinic

Negotiation
Clinic

Lender
Clinic

Digital
Marketing
Clinic

Orientation

You
& Your
Business
Mod 1

Growth &
Opportunities
Mod 2

Money &
Metrics
Mod 3

You
are the
Leader
Mod 4

It's the
People
Mod 5

Marketing &
Selling
Mod 6

Operations
& Processes
Mod 7

Being
Bankable
Mod 8

Action for
Growth
Mod 9

10,000 Small Businesses



- <https://www.goldmansachs.com/citizenship/10000-small-businesses/US/profiles/>

Increase Revenue & Create Jobs



10,000
small
businesses

67%

Increase Revenues
within 6 months

85%

Do Business with
Each Other

44%

Create New Jobs
within 6 months

96%

Graduate

10KSB 2023 Impact Report



- <https://www.goldmansachs.com/citizenship/10000-small-businesses/US/news-and-program-information/pages/2023-impact-report.html>

Robust Alumni Network

Goldman
Sachs

10,000
small
businesses

Over 1200 in Chicagoland & Over 14.5K for entire program



Mayra Khan



**Illiana
Tostado**



Saul Marchan



Bernie McNally



Uriel Montoya



Javier Otero



Mario Galindo



Angela Caulfield



Subra Sundaram

Ongoing Support

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10,000
small
businesses

10KSB
A L U M N I

Please use your email and password to login.

Goldman
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10,000
small
businesses

V O I C E S

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businesses

F E L L O W S

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S U M M I T

Goldman Sachs Summit 2022



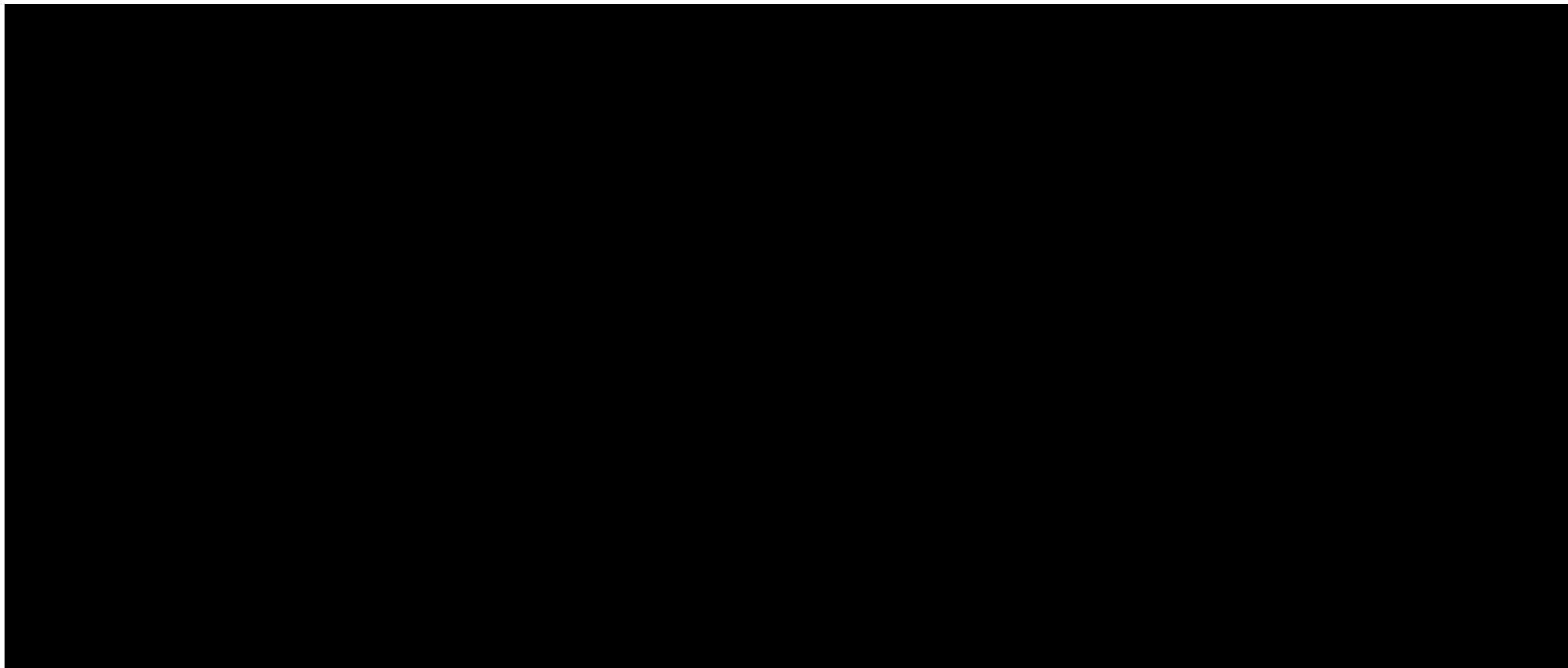
**10,000
small
businesses**

- <https://www.goldmansachs.com/citizenship/10000-small-businesses/US/2022-summit/>

10ksb Voices








10,000
small
businesses



Do You Qualify?



10,000
small
businesses

-  **Owner or Co-owner**
-  **2+ Years in Business**
-  **Annual Revenue of \$75K+**
-  **2+ Full-Time Employees**
-  **Desire to Grow and Create Jobs**

Accepting Applications – Virtual Cohorts



Fall National Cohort

runs mid September 2024 thru December 2024

Apply now! Taking Applications now.

Spring National Cohort

February 2025 – May 2025

Graduation for both Fall and Spring cohorts in New York in May 2025

Apply at: www.10ksbapply.com

Please reference **Chicago DPS** when applying

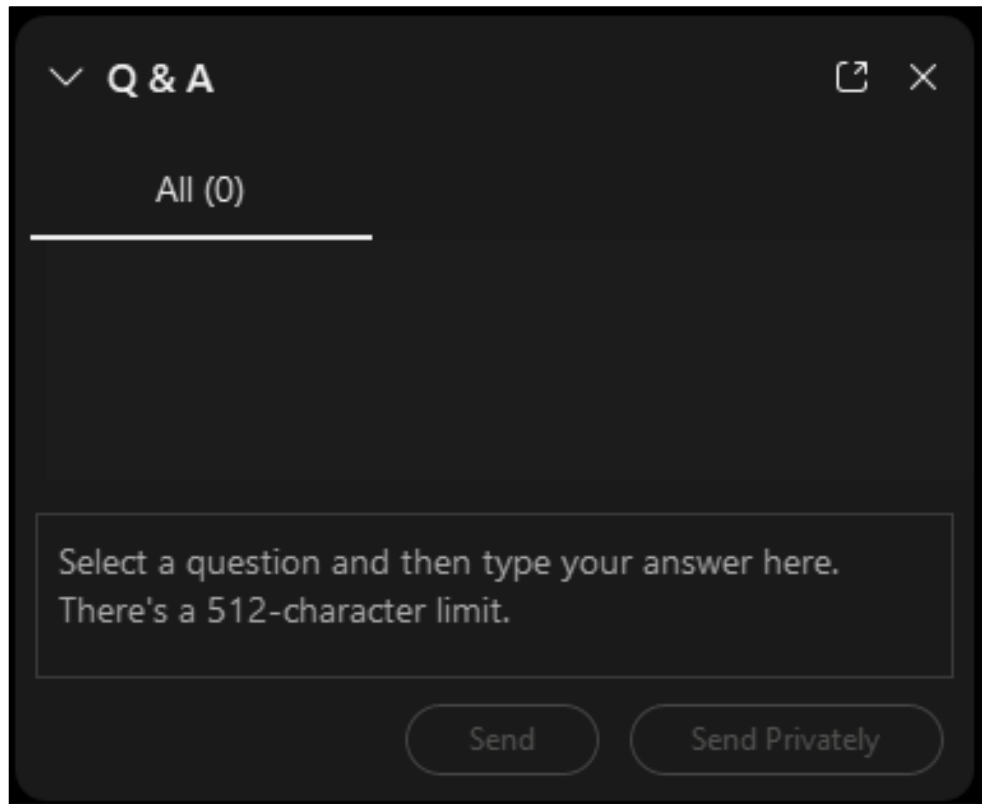
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10,000
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businesses

Thank you!

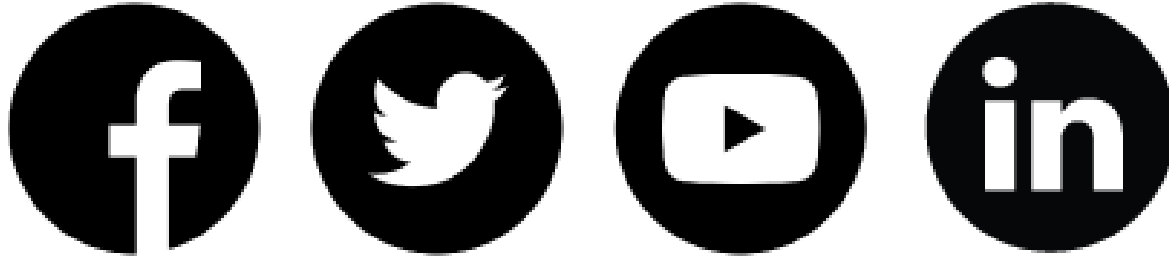
Apply at 10ksbapply.com

Please reference Chicago DPS when
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QUESTIONS?

Do you have a question? Please use the WebEx Q&A feature as shown.



@CHICAGODPS

Did you find this workshop helpful? Share it on social media using **#DPSWorkshops** and spread the word to help the City business community learn about the programs and initiatives available at the City of Chicago.

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